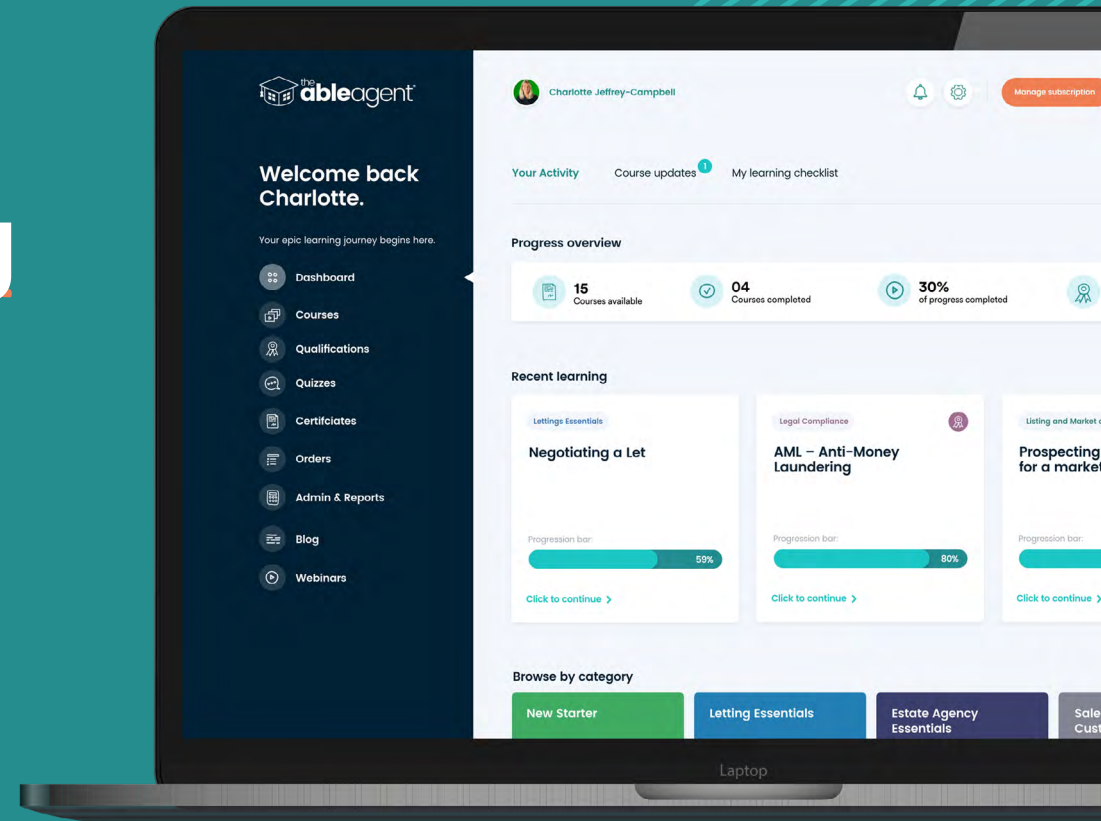




# Expert online training and qualification solutions for estate and lettings agents.



# We are the Able Agent.

About Us

The Able Agent team have over 50 years estate and lettings agency experience. This means that the training content we create is market relevant, easily implemented, and digestible and has direct impact on individuals' and teams' performance.

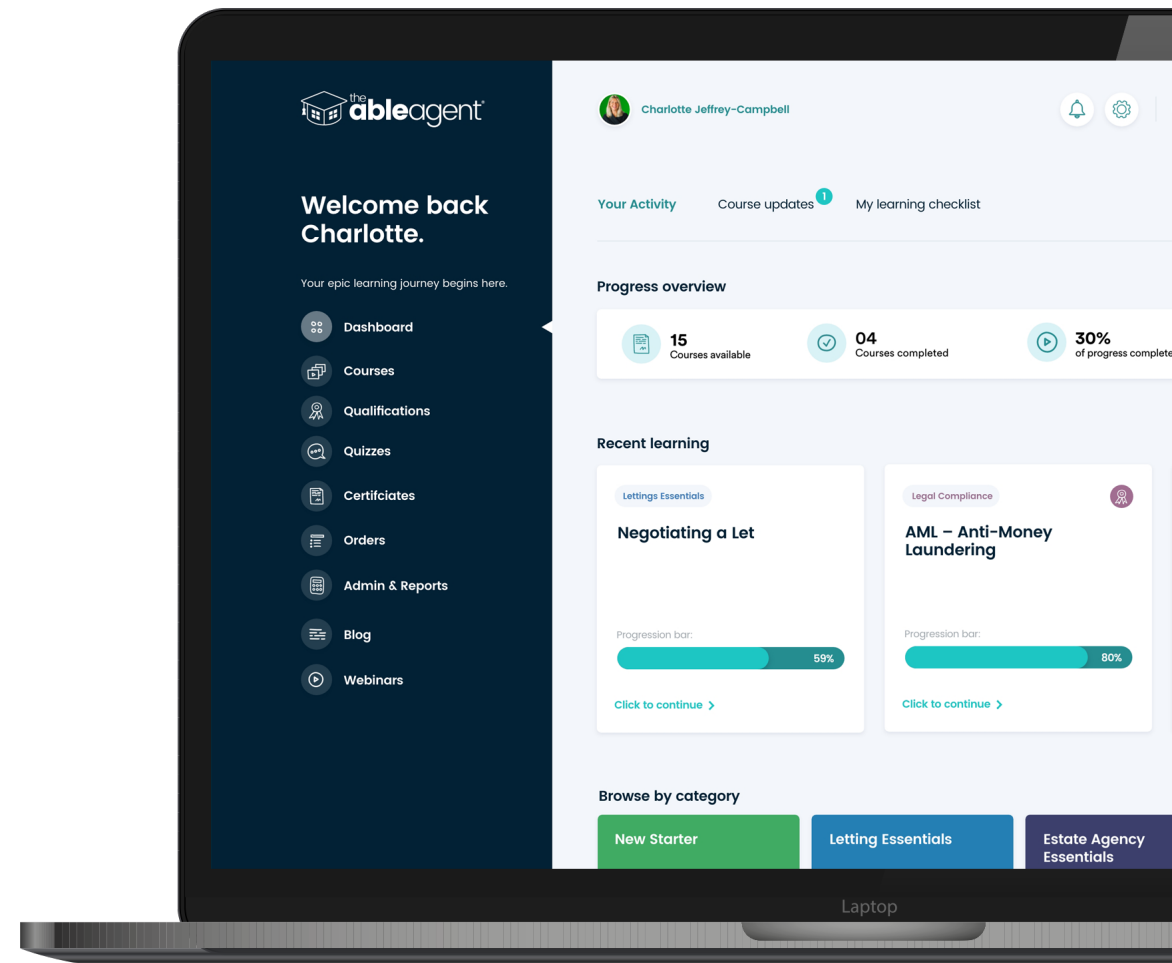
We believe in training to develop Trusted Professional Experts who are confident in all legal obligations in estate agency and lettings, not just compliance.

We believe Negotiators and Lister/Valuers should be able to advise on all relevant services with the customer's needs in mind, with a confidence to ask for the business.

Property Managers and Sales progressors should be able to deal with difficult situations with confident expertise and ensure customer retention and growing fee income.

The Able Agent provides training for individuals via pay as you go courses, businesses via a monthly training subscription and for larger groups via the InHouse white labelled training solution.

[www.theableagent.co.uk](http://www.theableagent.co.uk)



**Say goodbye to the  
headache of multiple  
training providers and  
high training costs!**





# All your training needs in one place

**The Able Agent is the only training resource  
estate and lettings agents will ever need.**



# Modules

Industry Focused Training



## New Starters

Designed to support managers with a resource to train new to industry team members.



## Letting Essentials

Give staff rounded lettings confidence.



## Estate Agency Essentials

How to review and challenge to keep business growing.



## Sales Skills & Customer Service

Reinvigorate staff with fresh ideas to win business and retain more clients.



## Legal Compliance

Ensure confidence in legal terminology and general property law.



## Property Management

Covers the key Processes, Systems and Management.



## Auction

Understand the processes at auction and the different methods of selling.



## Sales Progression

Become confident in the process of completing sales.



## Listing & Market Appraisals

Convert more market appraisals to listings and at higher fees

# Qualifications

Accredited Qualifications

All our courses can lead directly to nationally recognised, Ofqual regulated qualifications.



Level 3 Certificate in  
Property Advice & Practice



Level 3 Certificate in  
Letting Advice & Practice



Level 3 Certificate in  
Listing & Market Appraisal



Level 3 Certificate in  
Sales and Progression



Diploma in Property  
Advice and Practice



Level 3 Certificate in  
Property Management



# Individual agent? Multi branch agency? National agency?

**Our training solutions are designed around  
your needs – find the right fit for you...**



# Subscriptions

For Small Agencies

Monthly or annual training subscriptions,  
for estate and lettings agencies.

## Modules Included

In all subscriptions

Estate Agency Essentials

Sales progression

Auction

Lettings Essentials

Property Management

Sales Skills & Customer service

Legal & Compliance

Preparing for and carrying  
out viewings

Property Structure

I'm a single branch business  
**Annual subscription**

**£1250/year**  
up to 7 users

Perfect for small agency  
businesses

2 months discount per year

Price ex VAT

I'm a single branch business  
**Monthly subscription**

**£125/month**  
up to 7 users

**£225/month**  
up to 14 users

**£315/month**  
up to 21 users

**£400/month**  
up to 30 users

Prices ex VAT

Perfect for small agency  
businesses

I'm a multi-branch business  
**Contact us**

**Per branch  
rates apply**

Potential discount available  
for larger businesses

Tell us a little more about your  
business and we can tailor the  
perfect package!

Or find out about our white  
label package - InHouse

**Call us on 0191 252 2700**

# Pay as you go

For Individual Agents

Looking for more flexible training solutions  
on a course by course, pay as you go basis?

Whether you are looking for a New Starter induction course OR a Lister course for one individual or have one person who is keen to get a Level 3 qualification you can choose from a range of pick and mix courses.

## Our Courses

All course access available

Sales Progression  
Wellbeing in the Workplace  
Anti Money Laundering  
Compliance  
New Starter induction  
Listing & Market Appraisal

## I'm an Individual Short course training

from **£55/ex VAT**

Courses individually priced.

No subscription – pay per  
course

Choose from the list of  
courses shown

All course access is also  
available

## I'm a an individual Qualifications

**£249/ex VAT**

12 months access for a single user.  
Prices do not include qualification fee.



Level 3 Certificate in  
Property Advice and practice

Level 3 Certificate in  
Lettings Advice and Practice

Recognised for Propertymark  
ARLA & NAEA membership

## I'm a an individual Full Course Access

**£349/ex VAT**

18 months access for a single user.

18 month access

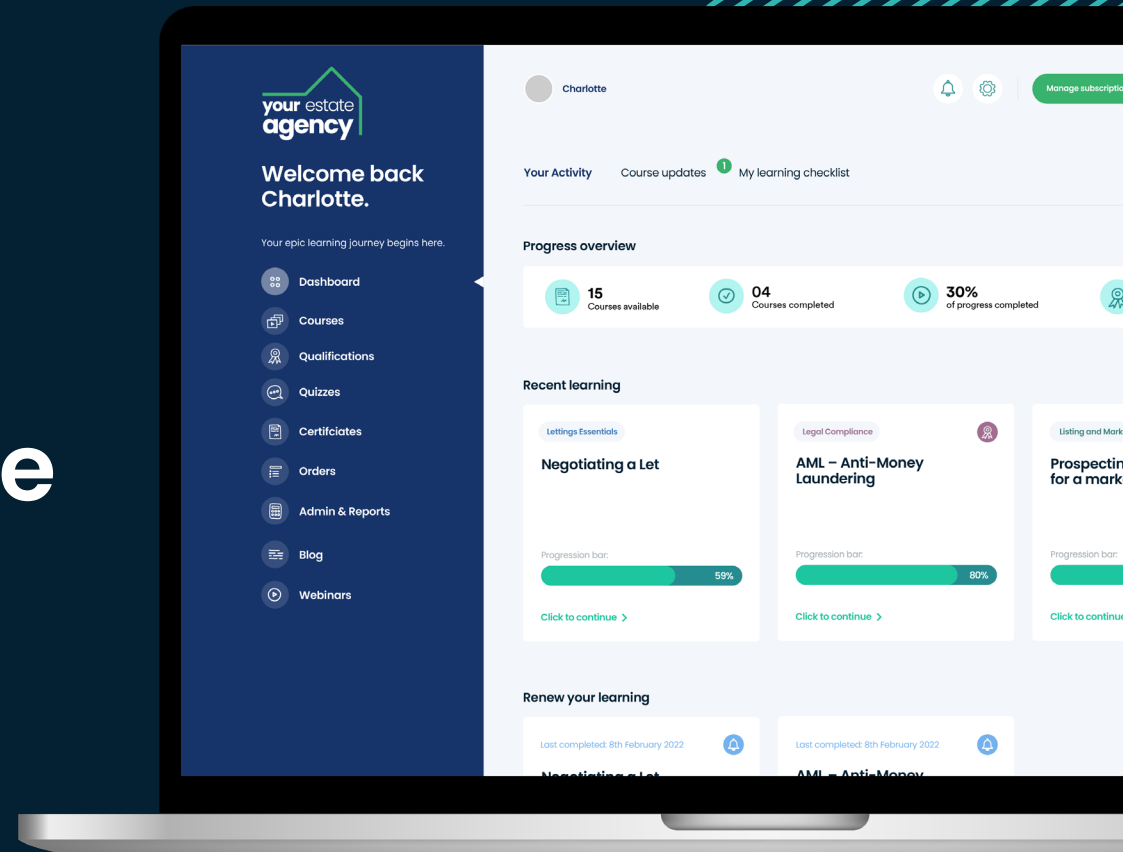
All the training you will need.

Includes access to our  
specialisms

Prepare for qualifications

# InHouse white labelled platform training tool for estate and lettings agents.

Contact us for further details and pricing.



# Build your Agency branded training platform, using a combination of our content and your own



## Branded

Fully brandable with agency logo and colour scheme. If there is more than one brand or department – we can cater for this too

## Bespoke content

Add agency own training content, courses, certification and even qualifications to build truly flexible training programs.

## Suppliers

Add training content from your favourite industry suppliers to ensure all training is not just theory but practical too.

## Management tools

No matter the size or complexity of your organisation or network we can build relevant management and reporting tools to take the headache out of managing and monitoring training.

## Time saving

Choose from a vast library of training content that is updated in line with legislation and market changes designed specifically for estate and lettings agents.

## Qualifications

Add your own Qualifications, or align to our choice of level 3 OfQual regulated qualifications.

Scan to find out more



# What our clients say about InHouse



At TPFG, we now have a white label offering that is exemplary and one we have never been in a position to provide before. It encompasses training content that spans every role within sales and lettings.

**Gareth Samples**

CEO – The Property Franchise Group

# An effective training strategy gives an excellent ROI



## Reduce risk of fines

Relevant and practical AML training ensures agents are confident when they come across potential risky transaction, thus reducing risk in terms of AML fines.

## Reduce complaints

Confidence in Consumer Protection Regulations and good communication skills help reduce complaints and compensation claims.

## Reduce costs related to staff turnover

Career progression pathways help staff retention and attract better quality new staff.

## Increase business

Regular focused sales skills training via annual training renewals will increase business focus on selling.

## Bespoke brand and tone

Standard industry content is automatically updated enabling you to focus on your specific, value adding training content.

## Develop experts that stand out

Expert level training and qualifications, allows agents to specialise in areas and sit additional qualifications to recognise a higher level of expertise.

## Improve tech skills

Ensure effective use of company technology with access to supplier onboarding and training

## Save time

Reduce pressure and time on branch managers with new starter inductions managed online.



# Why we are the right fit for you and your team

**The Able Agent difference**



# Join us...

Why choose us



## Comprehensive

Our training content includes all the legal knowledge and business generation skills needed to be a successful estate or letting agent. Whether you need help spotting mortgage leads, help prospecting for new property or advice handling abusive calls or tricky landlords, we have content to help.



## Expert

We are the independent training experts offering a blend of legal and sales skills training with a focus on business generation and growth. We deliver expert content to enable expert teams.



## Flexible

Our content suits all learning styles, whether that is watching a video or reading an ebook plus knowledge checks and action points ensure the learning is implemented and absorbed. Accessible as a team, as an individual, on mobile or computer, find the time and method of training that suits.

# Join us...

Why choose us



## Industry Led

Up to date, industry relevant courses



## Convenient

Online training, accessible from all digital devices



## Hassle Free

Training new starters and offer career progression



## Easy to Manage

Monitor team progress with Management Reporting tool



## Recognised

Prepare for ROPA or join Propertymark



## Accredited Qualifications

Including CePAP, CeLAP, CeLMA, CeSP and DiPAP

# Are you a Supplier to the property industry?

**Your clients need your training content to be high quality, relevant and easily accessible.**

## Host your training content on InHouse?

- ✓ Ensure agents are trained to use your products effectively.
- ✓ Access a network of over 5000 estate agency professionals.
- ✓ Improve the “only using 10% of your product capability” cycle.
- ✓ If training material is more accessible, agents are more likely to access training.
- ✓ If agents are clear how best to use a product, they are less likely to cancel.
- ✓ The average time an agent spends training when logged is 16 minutes.
- ✓ Providing value adding training content will help attract new business.
- ✓ Define between private content for your existing clients and open access training content accessible to all agents.

**Add your existing training content or let us help you develop relevant training material\***



Onboarding videos and ebooks



Soft skills training videos and ebooks



Process videos



Downloadable guides

\*All content must be verified by Able Agent as training content.

# What our clients say



The Able Agent breadth of offering is impressive; they have something to suit an agent operating at any level. I have been hugely impressed with the focus that they have placed on supporting agents in the current climate.

**Becky Mear**

L&D Operations Manager – Lomond



I realised the cost savings and benefits for staff to have access to training 24/7. Many times I stopped training for Property mark, however with 2 weeks of graft, managed to get qualified and can enter Arla. Most importantly this has boosted our morale.

**Adil Ayub**

Director – Lets Rent Bristol



It is one of the best training platforms for estate agents that we have encountered. The courses are engaging, informative, and practical, covering all aspects of our industry from sales and lettings to marketing and compliance.

**Steven Neil**

Director – Good Life Homes



Scan to book a demo



# Contact us today

T: 0191 2522700

E: [charlotte@theableagent.co.uk](mailto:charlotte@theableagent.co.uk)

[www.theableagent.co.uk](http://www.theableagent.co.uk)

